7/10/84 S2780-2 A

May 1984

Digest

Iowa Development Commission

The roles of the IDC's Small Business Division

Story on page 6 and 7

Industrial Expansions

WINNEBAGO.

Expansions announced

Within a one-week period in April, Winnebago Industries, Inc., headquartered in Forest City, announced expansions of their production operations in two leased facilities — one located in Lorimor and the other in Hampton.

Winnebago has moved their motor home drapery production to a 10,000 square foot plant in Lorimor which was formerly used to make sports clothing. Approximately 30 persons, including the plant supervisor, were hired from the Lorimor area.

In Hampton, Winnebago will begin production of fiberglass components for motor homes in a 70,000 square foot facility. Approximately 100 persons will be employed in this new plant.

According to Winnebago President Ronald E. Haugen, the addition of the Hampton operation will increase Winnebago's total employment in Iowa to more than 2,600 persons, including more than 2,450 employees in Forest City.

"Both the Hampton and Lorimor expansions were made necessary by the increased production requirement of the company," Haugen said.

"We have a limited labor pool to draw from in north-central Iowa," he explained. "When we increased our employment requirement in the past, it became difficult to hire a sufficient number of persons within a reasonable driving distance of Forest City. By moving to these new locations, we can draw upon different labor areas, and at the same time, maintain the new operations within reasonable delivery distances from Forest City."

Haugen also noted that the company chose to expand its operations in Iowa because of location, the success Winnebago has had with the high-quality skills and workmanship of Iowa workers and excellent cooperation received from the Iowa Development Commission.

Winnebago's sales are at a record high after the introduction of a new line of fuel efficient, front-wheel drive motor homes.

Cargill, Inc. refinery in Sioux City

Plans to construct a $15 million soybean oil refinery have been announced by Cargill, Inc. The refinery, which is expected to employ 25 people, will be built adjacent to Cargill's soybean crushing facility in Sioux City. The vegetable oil refinery will utilize the crude soybean oil produced at the crushing plant, which processes 16 million bushels of soybeans annually. The new plant will be Cargill's seventh U.S. vegetable oil refinery and its fourth facility to produce hydrogenated vegetable oil. Cargill operates 14 U.S. soybean processing plants.

Snap-on Tools expands in Algona

Snap-On Tools of Kenosha, WI, has announced plans for a 60,000 square foot addition to its manufacturing plant in Algona. This addition will bring total square footage to more than 370,000 square feet and will ease current congestion brought about by the addition of 40 employees since the beginning of the year. The Algona plant, with a total work force of 543 employees, makes tool boxes and electronic testing equipment used by mechanics.

Carnation paper products corporation

Carnation Paper Products Corporation, a paper plate and paper specialties company headquartered in Brentwood, New York, recently announced its first expansion in the company's 23-year history. Carnation has leased 26,000 square feet of product area for a Midwest facility in Des Moines, employing 15 people.

SILOPRESS relocates to Sioux City

Silo Press has purchased an existing facility of 32,000 square feet to relocate its manufacturing facility from Nebraska. The company, which has been headquartered in Sioux City, has the worldwide rights to manufacture plastic silage bags, a European invention which allows convenient storage and distribution of cattle silage. The project is expected to produce an investment of $1.5 million and 100 jobs.

Auto Assemblies, Inc. relocates to Osceola

Auto Assemblies, Inc., which currently operates production facilities in Murray, Lucas and Lamoni, announced plans to build a combination central office, warehouse and prototype design facility in Osceola. Construction of the new 40,000 square foot building is underway. With the completion, Auto Assemblies' total Iowa employment is expected to increase by 100 from their present 290 level. Part of this increase will be in the Murray plant, which will have an additional 10,000 square feet of production space by the relocation of office and distribution functions to the Osceola facility.

Job training creates 1217 new jobs

James P. Barvincak (left), consultant with On-Line — a computer illustrations, product drawings and engineering consulting firm in Des Moines, has been hired through the Iowa Jobs Training Program to provide packaging operations instructions to employees at the Pearl River Chinese Food Manufacturing plant in Des Moines.

Iowa's new and unique jobs training program is spotlighting Iowa in the area of economic development as it serves as a potent catalyst for industrial expansion and the creation of new jobs. In less than a year, the Iowa Industrial New Jobs Training Program has spurred the addition of 1217 new jobs. "The Governor and the legislature showed great foresight and concern for the Iowa economy in approving this program last year. It is providing a stimulus the Iowa economy sorely needs right now," states Jack Bailey, director of the IDC.

Under the act, area community colleges enter into agreements with industry seeking to expand or locate in Iowa. Working together, the two parties design a training program. The community college issues bonds to pay for the cost of instructors, equipment, educational materials, classroom space and up to half of the cost of worker salaries during the on-the-job training that can last as long as one year. These bonds are then repaid through property taxes on the increased value of the expanding plant or through income taxes on new workers' salaries.

Community colleges with new job training projects are Kirkwood in Cedar Rapids; Eastern Iowa in Davenport; Indian Hills in Ottumwa; Iowa Central in Fort Dodge; Iowa Western in Council Bluffs; Southwestern in Creston; Des Moines Area; Iowa Valley in Marshalltown; and Iowa Lakes in Estherville. The most extensive of these contracts is an agreement that Indian Hills has to train 110 workers for Cargill's new corn processing plant in Eddyville.

Coordinated by the Iowa Development Commission with the Department of Public Instruction and the Office for Planning and Placement, 18 companies have so far entered into agreements with nearby area community colleges for a total cost of $4,728,600. "It's just downright good news for people looking for work, for industry wanting to expand, for the area schools and for the state economy in general," comments Dale Braynard, coordinator of the program for the IDC.

For more information about the job training program, contact Dale Braynard at the IDC (515/281-8329) or the economic development representative at your nearby area community college.

Greyhound rolling into Iowa with 900 new jobs

Greyhound Lines, Incorporated, is bringing 900 new jobs and a payroll of $14 million to the state of Iowa. Greyhound is combining accounting operations from Cleveland and San Francisco into one central accounting center in West Des Moines. Greyhound expects to occupy a new building — no announcement yet on cost or exact location — by March of 1985. It is expected that more than half of the employees will move to Iowa from Cleveland and San Francisco.

Efforts to get Greyhound to choose Iowa for the new accounting facility extended over a period of several months, involving Iowa Governor Terry E. Branstad, who made phone calls to Greyhound officials, and the staff members of the Iowa Development Commission, Greater Des Moines Chamber of Commerce and the West Des Moines Chamber of Commerce.

"We've been in contact with Greyhound for years, dating back to the time when they used to own packing plants in Iowa," said Jack Bailey, director of the IDC. "This is another example of how Iowa's jobs training program serves as an incentive for business to locate in the state."

Under a $1.9 million contract with Greyhound, the Des Moines Area Community College will train workers for the new accounting faciluty under the Iowa Industrial New Jobs Training Program.

"Based on a standard economic multiplier, the Greyhound announcement could ultimately produce over $100 million in new economic activity for the Des Moines area and the state of Iowa," states Doug Getter, group manager of research for the IDC. "It has direct impact on retail business, bank deposits and state and local tax collections."

Iowa Film/Video Advisory Board established

During their initial meeting on May 16 at the Iowa Development Commission, members of the Iowa Film/Video Advisory Board discussed a variety of methods to make promotional contacts and market Iowa to the film and video industry.

The Iowa Development Commission has established a voluntary advisory board in an effort to garner new ideas about how to market the state's potential as a film/video production center and how to cultivate the abilities of its artists and technicians.

In 1983, Iowa had its best year ever as a production location, drawing $5.4 million in new money from shooting on feature films like "Country" for Walt Disney Pictures and "Children of the Corn" for New World Pictures; filming of the television series, "The Mississippi," for CBS; and television commercial productions advertising McDonald's and Budweiser Light.

"We had some success in attracting film and videotape production to the state last year," said Bill Lindstrom, audio/visual and film manager for the Iowa Development Commission. "But it was the result of a limited effort with a limited number of people. If we want to increase the amount of production that takes place in Iowa, and increase the job opportunities of those people in the field, I think we need the fresh ideas of the volunteers serving on the Iowa Film/Video Advisory Board."

The board, consisting of 17 members, represents a veritable who's who of the film and video industry in Iowa. IDC Director Jack Bailey says that individuals from broadcasting, film and video production, education, advertising, marketing and state government were chosen. And, it's that variety of backgrounds that is so significant to the mission of the group.

"Not only will the board look for ways to increase economic opportunities for communication professionals, but it will also attempt to increase Iowans' awareness of the motion picture industry and its importance to the state's economy," said Bailey. "These people represent nearly every facet of the visual communication industry, which makes it easy to see the diversified areas this industry touches. Film and video communications touches Iowans in so many ways."

The initial meeting of the Iowa Film/Advisory Board was held on May 16 at the IDC. Future meetings will be held approximately every two months.

The members of the advisory board are: Chairperson Bill Riley, senior vice president of Heritage Communications, Inc., in Des Moines; Bob Ayers, freelance producer and actor in Des Moines; Donald Goss, executive vice president of the Mason City Chamber of Commerce; Carl Hoffman, film buyer and booker for Dubinsky Theatres in Des Moines; William Hohlfeld, media instructor at Mount Ayr Community Schools; Dick Kraemer, film professor at Iowa State University in Ames; George Lindblade, producer for Lindblade and Company in Sioux City; Charles Lindemann, senior producer for University Video Center at the University of Iowa in Iowa City; Dennis Lynch, producer at Kirkwood Community College in Cedar Rapids; Doug Miller, public affairs director for WOC-TV in Davenport; John Pascuzzi, public affairs director for KCCI-TV in Des Moines; Larry Patten, executive director of Iowa Public Television in Des Moines; Sue Riedel, speech instructor at Dubuque Community Schools; Renata Sack, director of the Cedar Arts Forum in Waterloo; Nancy Stillians, grants coordinator for the Iowa Arts Council in Des Moines; Terry Taylor, executive producer of broadcast media for CMF&Z, Inc. in Cedar Rapids; and Don Thompson, producer for Mark IV Productions in Des Moines.

Actors Sam Shepard (left) and Jessica Lange (right) are shown during the filming of Walt Disney's "Country." During the three-months of shooting, the company spent $3.2 million in the Waterloo area.

Iowa's Welcome Centers — information and human drama

Iowa's seven welcome centers opened May 16 to greet the flocks of tourists expected to "Come Explore the Heartland" this year. Requests for tourist information from the Iowa Development Commission have increased by 20 percent this spring, and "Skip" Strittmatter of the visitors and tourism group of the IDC says, "We are expecting a big year!"

The centers, located at interstate highway rest areas, have been known as information centers. The IDC changed them to "welcome centers" in order to encourage more people to use their services.

However, lack of business has never been a problem. Last year, nearly 72,000 visitors signed welcome center guest books while getting directions and advice, maps and brochures on things to see in Iowa. These tourists estimated their spending within Iowa's borders at more than $15 million.

"The personal contact our welcome center staff has with the out-of-state tourists passing through Iowa is essential to boosting Iowa's share of the tourism dollar . . . to getting them to leave the interstates to see the great things Iowa has to show them," states Paul Comer, marketing manager of visitors and tourism.

This year's questionnaire for welcome center visitors inquires if they've seen the IDC's "Come Explore the Heartland" advertising campaign in magazines or regional newspapers. It also collects other important tourism information for the state of Iowa.

Seasoned staff members at welcome centers have vast experience in helping tourists get more out of their Iowa visit. Also, they know to expect the human drama that is a part of every season.

Thomas Mitchell, a retired businessman, has worked at the Clear Lake welcome center for nine years. Last year, Mitchell witnessed as many as 30 travelers join an impromptu search for a puppy that a little girl had lost while stopping with her family. Some of the searchers enjoyed each other's company so much, Mitchell says, that they exchanged names and addresses to stay in touch.

Mitchell also helped a stranded couple from Switzerland contact the Salvation Army when their money and car reached a simultaneous exhaustion. Mitchell said it was difficult because the couple spoke little English, but through the Salvation Army they were put on a bus for New York City and their return to Switzerland.

Another welcome center with international visitors is near Underwood where Alice Killpack has greeted people from Pakistan, Iran, West Germany, Japan, the Panama Canal Zone and many other countries during her 11 seasons there.

At the Sergeant Bluff welcome center last year, Luetta Bottaro found herself in possession of a lost 5-year-old boy. His parents had stopped the car to use nearby restrooms, leaving the boy asleep in the car. While the parents were away, the boy awakened and got out, a fact they didn't notice when they returned to the car and drove away. Bottaro says the little boy was very composed emotionally during his plight and gave her a detailed description of the family car. But before she could pass the information along to state troopers, a honking car returned with the anxious couple inside, waving their arms at the little boy.

Bottaro, Mitchell, Killpack and others are now staffing the welcome centers for another season. The centers, open daily from 8 a.m. to 7 p.m. until September 15, are located at these interstate highway rest areas: westbound I-80 Waukee and outside Wilton; eastbound I-80 near Underwood and Victor; northbound I-35 at Davis City; southbound I-35 at Clear Lake; and southbound I-29 near Sergeant Bluff. New signs are being put up to guide tourists.

Small Business Division — the voice of Iowa entrepreneurs

The Small Business Division (SBD) of the Iowa Development Commission provides assistance and guidance to create, nurture and expand small business enterprises throughout Iowa. The division, along with the 11-member Small Business Advisory Council, strive to enhance the state's small business environment.

In Iowa, a business is classified as a small business if the firm has 20 employees or less, or if it has $3 million in annual sales or less. Nearly 70,000 Iowa businesses meet this criteria and as such, serve as the state's largest employer category, employing approximately 75 percent of the state's work force. Recognizing the impact this sector has on the state's economy, the legislature created the SBD in July 1983.

According to Max Milo Mills, administrator, the role of the SBD is to demonstrate the state's commitment and presence in cooperating with other groups which also help small businesses, and to serve as an advocate of entrepreneurs so that they are not overlooked by both the public and private sector organizations.

"In addition," states Mills, "we monitor any legislation that may affect the business climate to insure that it is amenable to starting new businesses."

James C. Sanders (left), administrator of the U.S. Small Business Administration, and Max Milo Mills, administrator of the IDC's Small Business Division, discuss federal procurement opportunities for Iowa entrepreneurs.

Cover

Small Business Division personnel — (upper photo) Fran Fleck, program and Call One manager, Max Milo Mills, administrator, and (lower photo) Carol Slater, secretary — strive to create, nurture and expand Iowa small businesses

The Small Business Advisory Council

As part of the statewide effort, the Small Business Advisory Council reviews and recommends policy for the division. The council members are all small business persons who are appointed by the governor and confirmed by the senate. They also serve as advocates of the entrepreneur on a regional level.

"The members of the Council," comments Mills, "are highly motivated and enthusiastic. Since they represent all parts of the state, they provide us with an overview of the needs of the small business people in their areas."

The members of the council, serving staggered four-year terms, are: James Bixler, a manufacturer's representative from Council Bluffs; Richard Burchett, a contractor from Harlan; Larry Clement, an auto and truck dealer from Fort Dodge; Darlene Coomes, a marketing consultant from Dubuque; Doris A. Hansen, a public accountant from Sioux City; Arden Kiefer, a farmer and manufacturer from Belmond; Bob Kreamer, an attorney from Des Moines; Eugene Philiph, an attorney from Sibley; Joan Poe, a beverage wholesaler from Cedar Falls; Gloria Thomas, an agriculture writer from Des Moines; and Connie Wimer, a publishing executive from Des Moines.

Referral programs

Another role of the SBD is serving as an informational "clearing house" for individuals interested in starting their own businesses. According to Fran Fleck, program and Call One manager, "We facilitate licenses and permits and minimize obstacles a potential entrepreneur may encounter as they get their business started. Though we don't issue the necessary permits and licenses, we can assist them by providing the name or department to contact to get the appropriate applications."

The Call One Program, created by the 1982 Iowa Legislature, is the first contact people in new or existing businesses make to find the answers to questions about licenses, permits or other requirements to do business in Iowa. For this information, the special toll-free number in Iowa is 1-800-532-1216. For the Des Moines area or outside the state, the number is 515-281-8310.

The Small Business Development Centers, administered by the SBD, provide one-on-one counseling services free-of-charge to entrepreneurs. Located on four college campus around the state — University of Iowa, Iowa State University, University of Northern Iowa and Drake — the centers call upon the resources of their schools of business and economics to assist entrepreneurs in developing a complete marketing/business plan. And, if the entrepreneur desires, the center will continue to provide guidance for as long as needed.

Normally, the mortality rate of new businesses is as high as 80

percent. However, so far statistics have shown that those people who use the services of the Small Business Centers have a 90 percent success rate!

"The Small Business Centers provide consulting services that would privately cost hundreds of dollars. It's a great savings that helps people get started in the right direction," states Mills.

Long range initiatives

The SBD is currently developing new programs to assist Iowa entrepreneurs in expanding their markets. Two of the key areas for expansion are export trade and government procurement contracts. "There are many small businesses throughout the state that could provide services and/or products that could be sold overseas or used by both the federal and state governments. However, the biggest problem is that most small businesses do not have the resources or the information they need to get their share of this business," comments Mills. "We're designing programs to open these doors and provide the resources or information businesses need to develop these markets," adds Fleck.

Both Max Milo Mills and Fran Fleck have long careers in working with or for government agencies at the federal, state and local levels. With the assistance of Carol Slater, these staff members of the Small Business Division are working to enhance the economic development of all Iowa entrepreneurs, which in turn, enhances the economic strength of the state of Iowa. As Mills sums it up, "We are trying to identify the future 'Maytags' and help them to create more jobs and more economic opportunities for people in the state."

During a ceremony in the Governor's Office, Frank L. Granados (left), chief executive officer of PECO Enterprises in Davenport, received the 1984 Iowa Small Business Person award from Governor Terry E. Branstad (left center). Max Milo Mills (right center), administrator of the Iowa Small Business Division, and Ralph W. Potter, district director of the U.S. Small Business Administration, were also in attendance.

Small Business Person of the Year

Frank L. Granados, chief executive officer of PECO Enterprises in Davenport, was named Iowa's Small Business Person of 1984 by the U.S. Small Business Administration. This award is presented to the small business owner in each state, Puerto Rico-Virgin Islands and the District of Columbia whose achievements best exemplify America's entrepreneurial spirit. The criteria include staying power; growth in number of employees; increase in sales or unit volume; current and past financial reports; innovativeness of product or service; response to adversity; evidence of contributions by nominees to aid community-oriented projects; and demonstrated initiatives in certain areas of national interest.

Frank Granados began PECO (Peoria Engineering Company) in 1972 when it was suggested that he do technical writing for the Rock Island Arsenal. In November 1974, work began on the first $250,000 contract. By the mid-1970s, the firm employed 15, and was crowded into 200 square feet of office space in East Moline. Expanding into larger quarters, the business began producing technical publications and collecting sample maintenance and repair data on equipment fleets to aid in management studies of equipment durability and availability. PECO's sample data collection efforts have been cited for contributing to improvements in procurement and distribution of repair parts for Army and Marine Corps heavy weaponry, aircraft, combat and tactical vehicles. Today, PECO conducts sophisticated data entry, edit, update and maintenance functions using microprocessors. The 8(a)-certified company has 25 offices worldwide, employs 167 and estimates sales of over $5 million for 1983. Sixteen percent of its employees are minorities; 58 percent, Vietnam veterans; 25 percent, female. It continues to have a reputation for completing high-quality work before schedule.

International trade leads

A French company is seeking a partner for a joint venture or licensing agreement for the manufacturing and marketing of large size luminous road and advertising panels including their patented wind-resistant fixed-message blade panels. The firm was established in 1958. *(F123-0739JL)*

A Danish firm is looking for a joint venture partner to manufacture and distribute their aluminum flight cases which are impact resistant and can be adapted to custom-made needs. *(DK123-0931D)*

A German manufacturer of sophisticated production molds, tools and dies for the plastic industry is seeking a joint venture partner. The company was founded in 1968 and has 35 employees. *(G24-1235DJ)*

A German firm is interested in a joint venture or licensing agreement with a U.S. firm to manufacture their temperature controls for hot water central heating, as well as their flow-control valves. The firm was founded in 1904 and currently has 300 employees. *(G34-1534JL)*

A French firm is seeking a U.S. licensee for the manufacturing of their newly developed peripheral looking device which can be installed on doors in residential and industrial buildings. The licensee should be experienced in the metal working industry. The French firm has 35 employees. (F34-1634L)

A German manufacturer of ring binders is interested in entertaining a joint venture with a U.S. firm. The binding wire is plastic coated. Also available are their laminating machines. (G44-1928J)

An Austrian firm is seeking a suitable joint venture partner for the manufacturing and distribution of concrete paving blocks for roadways, parking lots and sidewalks. The blocks are made in different shapes and colors to accommodate any landscaping requirements. (A44-1832D)

A well-reputed German firm is interested in finding a suitable U.S. partner for the development and production of plastic thermoforming machinery. The German firm was established in 1971, has 60 employees and lists annual sales of $4 million. The German firm will provide the know-how and capital. (G123-0130J)

Governor's Export Conference set

The Iowa Development Commission's 12th annual Governor's Conference on Export Expansion has been scheduled for June 20 at the Conway Civic Center in Waterloo, Iowa.

This day-long forum will feature Brenda Ebeling, acting director of the Office of Event Management and Support Services of the U.S. Department of Commerce, discussing international trade shows, and Evans Browne, chief of Programs Operations, a branch of the U.S. Department of Agriculture, discussing the added value opportunities in agricultural exports.

Representing the businessman's point-of-view, Mr. Robert Sanner, vice president of International Sales for Bandag, Inc. in Muscatine, will discuss his many years of experience in all facets of exporting.

Highlighting the conference will be the annual Governor's Export Award Luncheon, featuring Governor Terry E. Branstad as the guest speaker. In addition, he will present this year's Iowa Export Awards to Iowa companies for their outstanding accomplishments in international trade.

Everyone interested in the international marketing/exporting area should plan to attend the Governor's Conference. Co-sponsored by the IDC, the U.S. Department of Commerce, the Association of Business and Industry and the Iowa District Export Council, the program, which is still being finalized, will provide companies with valuable and useful information.

Joint venture announced for lysine plant

Ajinomoto Company, Inc., one of Japan's largest food companies, has reached agreement with Orsan S.A. of France for a 50:50 joint venture to produce and market feed-grade lysine, an amino acid which is becoming increasingly popular in the United States and Canada as an additive for hog and poultry feed.

The boards of directors of Ajinomoto and Orsan have approved an investment of $40 million for a plant near Eddyville, subject to obtaining various regulatory approvals for the joint venture firm in the U.S. The Monroe County facility is scheduled to begin operations in 1986 with a workforce of 60 people and a yearly capacity of 6,000 tons of lysine. Groundbreaking for the plant is scheduled for this September.

The original proposal for the Eddyville facility, announced last January, called for all of the investment to come from Ajinomoto. Now, it's a joint venture with Paris-based Orsan.

"This is another example of the interdependency of nations and particularly those deeply involved in agri-business on the world markets," said Jack Bailey, director of the Iowa Development commission. "We welcome this initial venture of partnership between these two companies in the U.S. and look forward to growth in investment and employment in Iowa."

The new joint venture company, similar to one the two companies have in Europe, will be incorporated in Iowa as Heartland Lysine, Incorporated.

Iowa Ag & Business Indicators

Compiled by the Iowa Development Commission

Labor Demand and Supply[1] — May, 1984

Service Areas	Individual Placements	New Applicants & Renewals	Service Areas	Individual Placements	New Applicants & Renewals
Ames	116	541	Iowa City	246	1,242
Atlantic	96	282	Keokuk	25	429
Burlington	199	836	Marshalltown	74	550
Carroll	60	325	Mason City	171	594
Cedar Rapids	188	1,704	Muscatine	42	370
Centerville	26	184	Newton	54	358
Charles City	14	69	Oskaloosa	39	293
Clinton	115	839	Ottumwa	55	913
Council Bluffs	205	1,217	Sheldon	43	131
Creston	29	296	Shenandoah	200	491
Davenport	228	2,096	Sioux City	323	1,383
Des Moines	726	2,682	Spencer	74	413
Dubuque	160	1,545	Storm Lake	53	302
Fairfield	41	265	Waterloo	131	1,619
Fort Dodge	119	687	Webster City	13	186
Fort Madison	44	396			
			Statewide	3,933	22,015

[1]All new applicants and job openings listed with Iowa Department of Job Service

U.S. Consumer Price Index

	Jan. 1984	Jan. 1983
All Urban Consumers (1967 = 100)	305.2	293.1

U.S. Composite Construction Cost Index

	December 1983	December 1982
U.S. Composite Construction Cost Index (1977 = 100)	159.1	153.4

Business Data

	1.84	1.83
New Car Registration	6,331	6,620
Iowa Savings & Loan ($000,000)		
Total Loans Closed	30.1	13.9
Savings	31.2	177.6
Work Force (000)	1,309.4	1,317.6
Unemployment	83.3	111.3
Rate (% of work force)	6.4	8.4
Employment	1,226.1	1,206.3

Value of New Dwellings[1] ($000)

	3.84	3.83	3 mos. 84	3 mos. 83
Ames	$ 130.0	$ 341.0	$ 130.0	$ 406.0
Bettendorf	830.7	446.7	1,646.4	766.8
Burlington	50.0	50.0	50.0	195.0
Cedar Falls	229.6	0	361.1	32.1
Cedar Rapids	460.2	268.9	833.0	373.3
Clinton	15.0	152.0	15.0	152.0
Council Bluffs	229.3	118.4	1,738.7	146.0
Davenport	638.4	965.8	1,387.0	1,609.2
Des Moines	353.2	59.6	692.6	1,654.4
Dubuque	0	0	66.1	69.7
Fort Dodge	397.7	666.3	397.7	666.3
Iowa City	2,518.1	4,199.7	5,056.3	6,424.7
Keokuk	0	33.0	216.0	99.0
Marion	139.1	152.5	365.4	208.0
Marshalltown	55.0	129.0	55.0	129.0
Mason City	200.0	70.0	223.0	70.0
Muscatine	197.4	502.0	282.2	637.0
Newton	0	0	32.6	0
Ottumwa	0	50.0	0	135.0
Sioux City	123.9	42.6	243.1	42.6
Urbandale	1,339.2	345.7	3,466.5	645.0
Waterloo	106.0	231.0	152.6	306.6
W. Des Moines	1,224.5	1,469.3	1,884.9	2,079.4
Total	$ 9,282.3	$ 10,293.5	$ 19,895.2	$ 16,851.1

[1]Single, two-family and multiple residential dwellings, based on housing permits issued

Leading States for Farm Marketing ($Mil.)

	Livestock & Products		Crops		Total	
	Annual 82	Annual 83	Annual 82	Annual 83	Annual 82	Annual 83
U.S.	70,198.6	70,267.5	74,352.8	69,673.6	144,551.3	139,941.2
Iowa	6,013.1	5,960.9	4,330.3	4,026.0	10,343.3	9,987.0
California	4,380.7	4,369.5	9,940.1	9,252.2	14,320.8	13,621.7
Texas	5,430.7	5,402.3	4,249.0	4,112.5	9,679.7	9,514.8
Illinois	2,372.5	2,339.9	5,061.9	5,780.4	7,434.4	8,120.3
Minnesota	3,540.6	3,522.9	3,131.6	3,005.5	6,672.2	6,528.4
Nebraska	4,231.4	4,102.3	2,855.4	2,048.0	7,086.8	6,150.3
Kansas	3,323.9	3,273.9	2,485.4	2,216.9	5,809.3	5,490.8
Wisconsin	4,103.8	3,911.7	1,143.4	1,072.5	5,247.2	4,984.1
Florida	942.3	989.9	3,307.9	3,140.4	4,250.2	4,130.3

Personal Income

Quarterly Periods	1983 II	1983 III	1982 II	1982 III
Personal Income ($000,000)	32,818	33,027	30,458	31,191

Stock Index

	Iowa*	Dow Jones Industrial
January 1984	218.23	1,220.58
February 1984	208.12	1,154.63
March 1984	211.85	1,164.89

*Robert C. Wesslund, Paine Webber Jeffrey & Hupwood Inc. (1967 = 100)

Average Price Received by Farmers

	3.84	2.84	3.83
Corn, bu.	$ 3.15	$ 3.00	$ 2.64
Soybeans, bu.	7.54	7.20	5.71
Oats, bu.	1.95	2.03	1.65
Hogs, cwt.	45.10	45.30	50.20
Beef cattle, cwt.	60.50	58.10	60.10
Calves	63.50	61.30	64.50
Milk (whlsl), cwt.	13.00	13.10	13.30
Sheep, cwt.	22.50	19.80	17.80
Lambs, cwt.	59.90	59.70	61.50
Eggs (market), doz.	61	73	40
All hay, ton baled	82.00	85.00	56.00
Turkeys, lb.	41	40	33

Average Price Paid by Farmers

	3.15.84	3.15.83
Beef cattle concentrated, 32-36%	$ 14.00	$ 12.70
Hog feed, 38-42% protein	15.80	14.90
Soybean meal, 44% protein	13.50	12.50
Dairy feed, 16% protein	210.00	179.00
Poultry feed, layer ration	186.00	177.00

Commodity Feed Price Ratios

	3.15.84	3.15.83
Hog — corn[1]	14.3	19.0
Beef cattle — corn[1]	19.2	22.8
Egg — feed[2]	7.0	4.9
Milk — feed[3]	1.24	1.49

[1]Bushels of corn equal in value to 100 lbs. of hog or cattle liveweight
[2]Pounds of laying feed equal in value to 12 eggs
[3]Pounds of concentrate ration equal in value to 1 lb. of wholesale milk

Kapfer named marketing group manager

Mark D. Kapfer will join the Iowa Development Commission on June 15 as manager of the marketing group, the largest division of the IDC. Since 1982, Kapfer has been executive vice president of the Fort Dodge Area Chamber of Commerce. He has served in executive positions with other chambers located in Missouri, Minnesota and Nebraska.

The marketing group has 15 professional staff members serving in the following divisions: special projects, food production and processing, services and distribution, manufacturing and technology, international trade, training and visitors and tourism.

A native of Denison, Kapfer is a marketing and political science graduate of the University of South Dakota.

Midwest Urban Waterfront Conference
June 15-16
River Center, Davenport

This two-day conference, sponsored by the Junior League of the Quad Cities and the Waterfront Center of Washington, D.C., will offer people the opportunity to learn about the "nuts and bolts" of successful urban waterfront developments. The conference, whose theme is "A New Story," will address topics from economic development to waterfront festivals, from historic renovation to site constraints. Registration materials and information is available from: 3018 18th Street, Davenport, Iowa 52803.

Product Development Corp. invests in pharmaceutical firm

The Iowa Product Development Corporation has issued a letter of intent to participate in the financing of Pharmaceutical Development Systems, Inc. (PDS) of Iowa City.

A new $3.1 million pharmaceutical manufacturer, the firm obtained a commitment of up to $300,000, the largest allocation yet from the Iowa Product Development Corporation.

PDS, established in November of 1983, will begin production of their major product, a solution used in kidney dialysis treatment, by the end of this year. Initial employment is expected to number 22.

Dan Dittemore, vice chairperson of the Iowa Product Development Corporation, considers PDS a good investment for Iowa. "This is the only product of its kind," he noted. "We're hoping this is just the beginning, not only for Iowa City, but for the Iowa pharmaceuticals industry in general."

Although several additional applications are currently under consideration, activity will soon cease unless the IPDC board identifies additional revenue sources. Legislative appropriations of $729,000 in fiscal year 1983 and $200,000 in fiscal year 1984 will be committed by midsummer. Currently under consideration are issuance of bonds and/or notes, and identification of federal programs.

On the road

Karen P. Merrick, an Iowa Development Commissioner from Guttenberg, looks over the surface and underground mining operations of the Iowa Coal Company near Lovilia during a tour of the facilities on May 2.

In order to get in touch with a wider group of the state's residents, the Iowa Development Commission has begun holding its monthly meetings around Iowa. The first such meeting was held at Central College in Pella on May 3. During the meeting, the commissioners learned that private colleges affiliated with church denominations are among the soundest financially in Iowa.

While in southern Iowa, IDC commissioners toured surface and underground mining operations of the Iowa Coal Company near Lovilia and the Rollscreen plant in Pella.

Available Buildings

This is not a complete list of all buildings available in Iowa. For further information, please call 515/281-3251.

Square Footage	Community	Former Use
8,900	Swea City	Business
11,000	Dubuque	Light Industrial
11,900	Story City	Industrial
12,000	Spencer	Warehouse
12,000	Algona	Light Industrial
12,500	Cherokee	Light Industrial
13,600	Bellevue	Manufacturing
14,700	DeWitt	Manufacturing
16,360	Osceola	Industrial
16,500	Adair	Industrial
17,450	Boone	Manufacturing
20,000	Maquoketa	Spec Building
20,000	Coralville	Heavy Industrial
22,280	Humboldt	Manufacturing
23,800	Oelwein	Industrial
25,248	Marshalltown	Light Manufacturing
29,000	Storm Lake	Commercial
30,000	Pleasantville	Manufacturing
31,516	Webster City	Distribution
35,000	Council Bluffs	Manufacturing
36,000	Newton	Manufacturing
38,960	Kalona	Heavy Industrial
40,000	Creston	Spec Building
40,000	Marshalltown	Light Industrial
41,250	Marion	Heavy Industrial
45,486	Humboldt	Warehousing
49,474	Albia	Manufacturing
50,463	Des Moines	Manufacturing
51,600	Cedar Rapids	Manufacturing
54,240	Camanche	Industrial
65,106	Ottumwa	Industrial
66,647	Waterloo	Industrial
77,941	Muscatine	Heavy Industrial
78,317	Fairfield	Heavy Industrial
85,000	Burlington	Heavy Manufacturing
100,000	Cedar Rapids	Light Manufacturing
121,500	Sioux City	Heavy Industrial
137,500	Centerville	Manufacturing
159,339	Mason City	Manufacturing
169,000	Red Oak	Manufacturing
176,840	Sigourney	Industrial
248,530	Waterloo	Manufacturing
273,200	Fort Dodge	Heavy Manufacturing
302,283	Davenport	Manufacturing
416,623	Ottumwa	Heavy Manufacturing

Iowa DEVELOPMENT COMMISSION

IDC DIGEST
May, 1984 Vol. XIII-No. 5

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E. Thurman Gaskill, v. chrm. ..... Corwith
Michael Dunn ..... Bettendorf
David B. Hinton ..... Des Moines
Karen Merrick ..... Guttenberg
F. Forbes Olberg ..... Cedar Rapids
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Bill Riley ..... Des Moines
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Published monthly by the Iowa Development Commission, 600 E. Court Ave., Suite A, Des Moines, Iowa 50309 515/281-3251.

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Iowa first in Quality of Life

Iowa ranks first in Quality of Life compared to 11 other midwestern states and a national average. A six-month study by the Iowa Development Commission, believed to be the first by any state, made a comparison of 23 publicly available statistics affecting the quality of life.

In the overall ranking of these Quality of Life indexes, the state of Iowa finished first (116.6); Minnesota was second (115.5); Nebraska, third (115.4); Kansas, fourth (113.3); and Wisconsin, fifth (111.6).

"Quality of life is a major criterion for industrial development expansion, and retention," said Jack Bailey, director of the IDC. "This project provides a quantifiable measure of what has been an unquantifiable factor — the quality of life."

The statistics used are grouped in such categories as economic indicators, education, taxes, public safety, health care, and the environment.

Iowa's grocery prices and state government debt per capita are the lowest in the study, a position which enhances quality of life. The percentage of Iowans who own their own homes (71.8%) also leads any of the 11 other states and the national average.

The study shows Iowa's workers are the most productive in terms of value added per worker . . . 22% more productive than the national average and more productive than their counterparts in the 11 other midwest states.

Implications of such data for industry are emphasized by Michael L. Induni, plant manager of Firestone Tire & Rubber Company in Des Moines. "The positive Iowa living environment assures industry that it will have a stable and highly educated work force — two factors of vital importance in training people to competitively produce high-quality products," said Induni.

Two vital quality of life factors emphasized by employee recruitment programs are safe living environment and the quality of education. As the Quality of Life study shows, Iowans live in a state with a violent crime rate that is nearly the lowest of those reviewed.

In education, where it is traditionally strong, the state finishes second in high school graduation rate, second in college entrance test scores, and second in bachelor degrees awarded per 100,000 population.

Overall Quality of Life Index Rankings